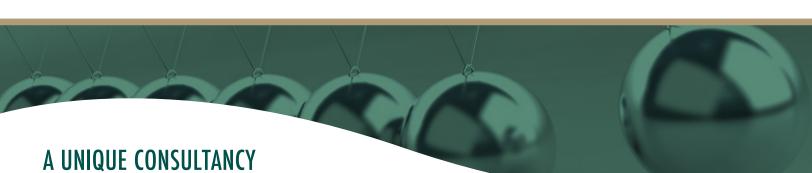


WITH A SINGLE FOCUS:

Balancing Vendor Relationships and the Bottom Line



Risk-free engagements that drive hard dollar savings to the bottom line

Third Law Sourcing identifies and implements pricing reductions on your existing products and services, without requiring changes to your existing vendor relationships.

Our clients save \$5 to \$15 million annually and begin realizing savings within 90 days of engagement - savings that are fully incremental to your current initiatives.

Success-based and net cash flow positive, we share only in hard dollar savings you validate are implemented and realized.



Third Law Sourcing's team of former corporate executives focuses on common expenses, applying uncommon expertise. Our understanding of the pricing practices of your vendors goes beyond benchmarking, allowing us to align deals to your usage and the underlying costs of your suppliers. Examples of savings areas include:

Telecommunications Information Technology Voice, Data, Internet **Professional Services** Hardware & Software Wireless Communications **Back Office** Maintenance Expenses Temporary Labor Audio & Web Conferencing **Business Services** Printing **Marketing Expenses** Data Center Shipping & Express Mail Call Center **Accounting & Consulting** Billing **Facilities Expenses Fulfillment Operations**

Third Law Sourcing is proud to be recognized by Inc. Magazine as one of America's fastest-growing private companies





Our Solution

Many companies offer procurement consulting services. Third Law Sourcing was founded by former corporate executives with years of experience on the client side of the table. Our risk-free approach eliminates the challenges that plague most savings engagements:

- Knowing that the value is truly incremental to what your own team is doing
- Minimizing your resource investment, while maintaining visibility and control over the outcome
- Confirming that the savings are implemented, and paying only for savings that are realized
- Ensuring that projects are not disruptive to your current supplier relationships

- The Third Law Approach -

Engagement Model

Sourcing Approach
Key Delivery Resources
Negotiation Model
Overlap with Existing Efforts
Client Resource Requirement

Third Law Sourcing	Procurement Consultants	Big Consulting Firms
Incumbent Vendor Focused	Sourcing Purists (RFPs)	Playbook and Templates
Former C-level Executives	Procurement Specialists	Career Consultants
Principled Negotiations	Bid/Award Based	Positional Bargaining
Savings are Fully Incremental	Overlapping Efforts	Overlapping Recommendations
Limited; Non-disruptive Projects	Significant; Staff Augmentation Role	Heavy; Enterprise Change Management

Fee Model

Fees for Recommendations
Fees for Savings
Timing of Fee Payment

Third Law Sourcing	Procurement Consultants	Big Consulting Firms
No Fees Without Implementation	Includes T&M or Fixed Fee	Includes T&M or Fixed Fee
Implemented, Verified Savings	Based on Estimated Benefit	Supplemental Engagement
After Savings are Realized	Due Upon Implementation	Due Upon Recommendation

Our Results

Most consulting firms measure success in billable hours; we gauge success by the savings we deliver to our clients. With Third Law Sourcing, the definition of success isn't our definition. It is yours.

"The professionalism and expertise of Third Law Sourcing made the process transparent and successful. Immediate results were achieved in several areas with \$5,000,000 savings in the first year and annualized future saving being higher. The projects were well defined and managed and savings well documented; our pricing improved and our contracts were strengthened. When we chose not to support a suggested project due to internal issues, we incurred no fees - Third Law Sourcing did not pursue it, did not bill us anything and simply reported the opportunity as a future potential savings."

"We engaged Third Law Sourcing as part of our effort to optimize go-forward operations. Due to our focus on cost reductions, we believed we already had aggressive pricing in many of the areas TLS focuses on. Despite this, we gave them the opportunity to review our current pricing and they responded by identifying and implementing over \$18M in real cost reductions on the products and services we buy."

- President, Telecommunications Services Provider "We engaged Third Law Sourcing to renegotiate our outsourced services, a major effort that required significant technical expertise and a deep understanding of the vendor pricing environment. The results exceeded our expectations - they negotiated millions of dollars in recurring annual savings, in excess of 40 percent of our original spend."

- President and CEO, Technology Services Company

- SVP Operations, Global Equipment Manufacturing and Services Company

